



# **Evolving US – SA Partnerships on Health & Development**

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# Importance of Multi-Sectorial Partnerships

## Merck's Philosophy:

The complexity of the challenges we face in global health, and particularly in the developing world, are beyond the ability of any single organization or country.

One size doesn't fit all: need for diverse models of collaboration, diverse set of par

Always disease, partner and patient-driven



# Broad Range of Partners

- International, multi-lateral agencies
- NGOs
- Governments
- Academic institutions
- Community, health & human service, civic organizations
- Private sector corporations



# The Merck Company Foundation



**55 Years of Social Responsibility \$550m of NFP Investments**



# Global Health Partnerships, Access Programs & Relationships

## MECTIZAN® Donation Program (Onchocerciasis) (LF)



## African Comprehensive HIV/AIDS Partnerships (ACHAP)



## Merck Medical Outreach Program



## CEO / Gates Global Health Roundtable

**BILL & MELINDA**  
*GATES foundation*



Global  
**Health**  
Progress



The Partnership for  
Disease Control Initiatives

**CSIS** | CENTER FOR STRATEGIC &  
INTERNATIONAL STUDIES

# The Africa Health Dilemma

- Communicable / Non Communicable Diseases
- HIV/AIDS
- TB & Malaria
- Vaccination
- Education & Capacity Building

# Philanthropic Model: Merck MECTIZAN<sup>®</sup> Donation Program: River Blindness



- » **Leading cause of blindness; debilitating skin disease**
- » **> 2.5 billion MECTIZAN<sup>®</sup> tablets donated; 90 million people treated annually in 30+ countries**



# Philanthropic Model: African Comprehensive HIV/AIDS Partnerships (ACHAP)



- » Established in 2000
- » More than 133,000 patients – 87 percent of those who need treatment – are receiving ARV treatment
- » AIDS mortality and AIDS-related deaths (in adults) halved since treatment program began
- » At approximately 90 percent, adherence to treatment is among the highest in the world
- » Reduced new infections in children by 80 percent



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# Private NGO Partnerships – HIV/AIDS



**m2m** continues to work towards reducing the number of babies born with HIV/AIDS and ensuring mothers receive health and life sustaining HIV/AIDS care

Financial Support from Merck

**2008** \$80 000.00

**2009** \$75 000.00

**2010** \$35 000.00



# Private Public Partnerships – HIV/AIDS



Financial support from Merck:  
**2009 to 2011 \$150 000.00 plus 49 500 Euros**

# Private Public Partnerships – HIV/AIDS

## Public Universities

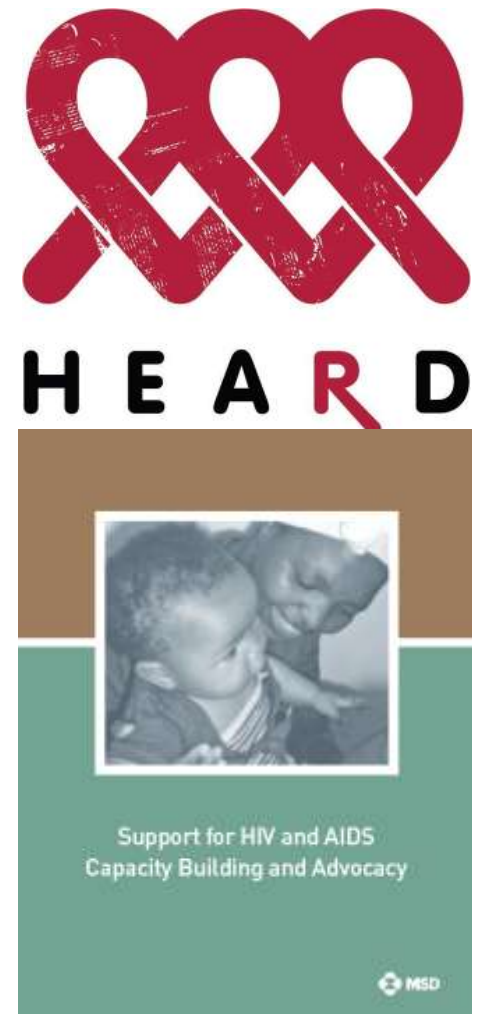
**HEARD**, conducts applied research and runs development interventions aimed at mobilizing evidence for impact in health and HIV in the SADC (Southern African Development Community).

HEARD has been based since 1998 at the University of KwaZulu-Natal in Durban,

Financial support from Merck:

**2009** - \$16500.00

**2010- 2012** -\$60 000.00



# Private Public Partnerships – Cervical Cancer

## Departments of Health & Education

**31 Schools were selected in Nongoma and Ceza, two very rural districts of KwaZulu Natal by the Department of Health in conjunction with the Department of Education.**

**A total of 1000 girls have been vaccinated in 2011.**

**Financial support from Merck: \$15,000.**





## Cancer vaccination in KZN schools

**MPUME MADLALA**

ABOUT 120 schoolgirls in northern KwaZulu-Natal were vaccinated for cervical cancer yesterday as part of a demonstration project.

The project, which was researched by the departments of health and education as well as pharmaceutical company MSD South Africa, was done with the aim of demonstrating the feasibility of vaccinating older children in schools using existing resources.

The girls, whose ages range from nine to 12 years, were from Prince Layukona Full Service School and Ceza Primary School, and seemed eager to participate.

Professor Indres Moodley, the director of the health outcomes research unit at the School of Family and Public Health Medicine at the University of KwaZulu-Natal, said a Department of Health vaccina-



**99% Success Rate in Vaccination after first 2 doses**

# What does Pharma have to contribute?

- Sincere interest in making a positive difference in global health
- Money is not the only asset that the private sector brings to the table
  - Enabling technologies, discoveries, product development
  - Philanthropy; in-kind donations; volunteerism
  - Experience, technical assistance
  - Management expertise / business skills
- Results-oriented approach

# Lessons Learned:

## Partnerships

- The complexity of the issues beyond the ability of any single organization or country alone
- People most directly affected should determine their own needs and priorities; key to building capacity and ensuring sustainability
- Important to figure out how to get things done within the country; Integration, where feasible, is most effective
- Investment in human resource capacity is critical

# Lessons Learned:

## Partnerships

- Investment in building relationships with key partners and stakeholders is necessary
- Good partnerships take time, require trust and need careful management
- There is a continuing need for coordination, communication and commitment from all stakeholders
- Public-private partnerships can catalyze the implementation of strategic interventions